

Consolidated Financials 9MFY17 (IFRS)

- ✓ Fourlis Group, during the nine months of 2017, realized **sales of € 313,7 million** 0,6% higher vs same period last year (€ 311,9 mio).
- ✓ 9MFY17 **EBITDA was € 26,5 million** vs € 25,6 million in 9MFY16 an increase of 3,8%.
- ✓ Consolidated **Profits Before Taxes were € 6,1 million** vs profits € 2,5 million in 9MFY16.
- ✓ The Group realized **Net Profits € 4,3 million** compared to Net Profits of € 1,3 million in 9MFY16.

	Sales			EBITDA			PBT		
	9MFY17	9MFY16	Δ%	9MFY17	9MFY16	Δ%	9MFY17	9MFY16	Δ%
Retail Home Furnishings (IKEA)	207,91	208,99	-0,5%	19,36	18,67	3,7%	6,42	2,47	160,1%
Retail Sporting Goods (INTERSPORT)	105,80	102,71	3,0%	7,95	8,47	-6,2%	0,57	1,80	-68,3%
Discontinued Operations	0,00	0,24	-100,0%	0,00	-0,90	100,0%	0,00	-0,91	100,0%
Holding Company & Consolidation Differences	0,00	-0,01	-116,0%	-0,77	-0,68	12,9%	-0,93	-0,85	9,4%
GROUP	313,72	311,93	0,6%	26,54	25,56	3,8%	6,06	2,51	141,3%

Amounts in million EUR

Retail Home Furnishing and Accessories activity (IKEA) realized sales of € 207.9 million in 9MFY17, 0.5% lower vs 9MFY16 year (€ 209.0 million). 9MFY17 sales in Greece decreased by 5.1% y-o-y , while in the other countries increased by 9.7% y-o-y. EBITDA was €19.4 million versus € 18.7 million in 9MFY16, while profits before taxes were € 6.4 million vs profits € 2.5 million in 9MFY16.

7 IKEA stores operate today (5 in Greece, one in Cyprus and one in Sofia, Bulgaria) and 7 Pick-up Points in total. 5 in Greece (Rhodes Island, Patras, Chania, Heraklion, Komotini) and 2 in Bulgaria (Varna and Burgas). Finally IKEA e-commerce is fully operational in the three countries Greece, Bulgaria and Cyprus.

Retail Sporting Goods activity (INTERSPORT), realized € 105.8 million sales 3.0% higher versus 9MFY16 (€ 102.7 million). The sales in Greece for the same period increased by 1.7% y-o-y , while in the other countries increased by 4.4% y-o-y. The EBITDA was €7.9 million compared to € 8.5 million , in 9MFY16 and the profits before taxes were € 0.6 vs € 1.8 million for the same period last year. FOURLIS Group currently operates a network of 128 stores of Intersport and The Athlete's Foot (TAF). Today the store network consists of 50 Intersport stores in Greece, 29 in Romania, 24 in Turkey, 7 in Bulgaria and 4 in Cyprus. Respectively, there are 12 The Athlete's Foot stores in Greece and two in Turkey.

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Fourlis Holdings S.A.
I.R. Department